

Defense Logistics

Defense Contract Management Command



**DCMC Meeting The
Challenge
Contract Business
Operations**

Workshop 9



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Revolution In Business Affairs - DCMC Meeting

The Challenge

CONTRACT BUSINESS OPERATIONS

- **We Don't Know How This Will All Play Out**
 - - **e.g., PBA, Property**
 - **We Are Committed to Providing Policies, Tools, Training As Early As Possible**
 - **FY 00 Business Plan Goals**
 - **Group Leaders - Key to Contract Management Excellence**
 - **Flexibility and Receptiveness to New Ideas is Critical**



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Revolution In Business Affairs - DCMC Meeting The Challenge

CONTRACT BUSINESS OPERATIONS

- **What We Need to Do --**
 - **Clearly Communicate New Policies**
 - **Train the Workforce**
 - **Training Priorities, Alternate Training Methods, Utilization of SFAs, New Tools**
 - **Risk-Based Surveillance**
 - **Examine How/Why We Do Things --**
 - **ODOs, Low \$ Contracts, Recon, Process Management, Data Collection**



Meeting The Challenge - Contract Financing & Payment Group

- **DELIVER GREAT CUSTOMER SUPPORT - MEETING THE CHALLENGES**
 - **Facilitating the Payment Process**
 - **FY99/FY00 Performance Goal Team Changes**
 - **Enhancing Workforce Knowledge**
 - **Recommendations for Group Leaders**



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Meeting The Challenge - Contract Financing & Payment Group

**TEAM WITH BUSINESS PARTNERS TO
ACHIEVE CUSTOMER RESULTS**

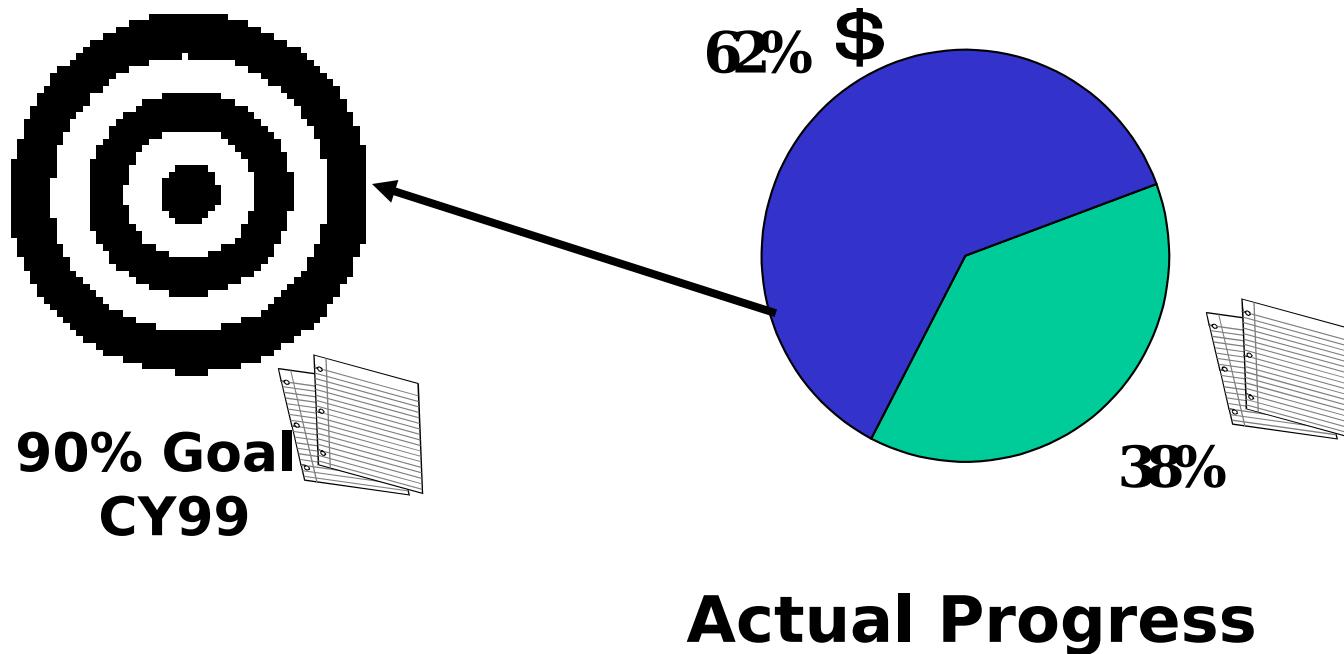
- **FACILITATING THE PAYMENT PROCESS**
 - **Teaming With DFAS**
 - **CAO Trust Agents -Utilize Authority**
 - **Foster Procedural Knowledge**
 - **Teaming With DCAA**
 - **Prioritize O/Hs, Final Vouchers**



Meeting The Challenge - Contract Financing & Payment Group

LEVERAGE INFORMATION TECHNOLOGY TO IMPROVE BUSINESS RESULTS

- EDI PROGRESS PAYMENTS
- DFAS WInS - Web Invoicing System





Meeting The Challenge - Contract Financing & Payment Group

***PROVIDE THE RIGHT ITEM AS THE RIGHT TIME
FOR THE RIGHT PRICE***

- **FY99/FY00 PERFORMANCE GOAL PLAN**
 - **Terminations - Manage the FY99 Goal to End Reporting for FY00**
 - **Contract Closeout - Customer Driven Measurement Change - Sec 8 vs Part A, Sec 2**
 - **Canceling Funds - Automated Web Based Reporting Coming**
 - **Progress Payments - Goal for 90% of Progress Payments Invoices Utilizing EDI Progress Payments by end of CY99**



Meeting The Challenge - Contract Financing & Payment Group

INVEST TO DEVELOP AND SUSTAIN THE RIGHT TALENT

- **ENHANCING WORKFORCE KNOWLEDGE**
 - SFAs/Videos/Training Tools/Satellite Broadcasts
 - Recent Team Changes - One Book, Policy, Cubes
 - Automation Initiatives - Canceling Funds, ODOs, Progress Payments, Contract Closeout
 - DCMC/NCMA Corporate Contract
 - DCMC Intern Program - Phase I, II, III plans
 - Updating DAWIA Courses for OSD



Meeting The Challenge - Contract Financing & Payment Group

**TEAM WITH OUR BUSINESS PARTNERS TO
ACHIEVE CUSTOMER RESULTS**

- **RECOMMENDATIONS FOR GROUP LEADERS**
 - Ensure Team Leaders Understand Measurement Tools - (Reveal vs ORSS, etc.)
 - Foster Teaming with DCAA & DFAS
 - Contact CLRs, SFAs, District Process Owners
 - Keep Up with Current Changes
 - Continue to Make Suggestions to Improve DCMC Support to Customers - share your initiatives

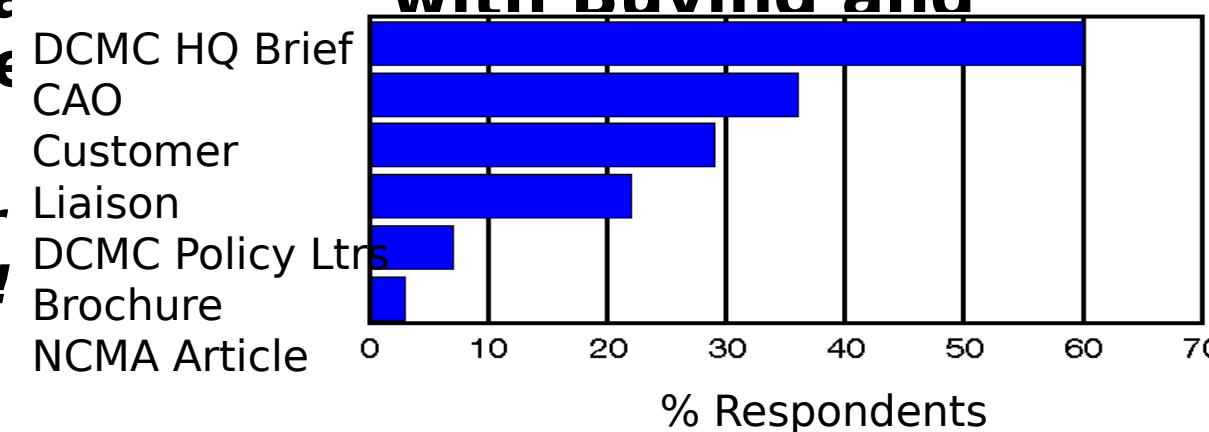
Meeting The Challenge - Cost And Pricing Group

PROVIDE THE RIGHT ITEM AT THE RIGHT TIME FOR THE RIGHT PRICE

- More pricing done informally as part of IPT
- Working on a format for requesting Pricing Assistance
- Pricing Conference
- Still need to talk this up with Buying and Program Office

No substitute for personal contact!

NAVAIR Instruction but we intend to make it available to all customers



Source	% Respondents
DCMC HQ Brief	60
CAO	36
Customer	29
Liaison	22
DCMC Policy Ltrs	7
Brochure	3
NCMA Article	2



Meeting The Challenge - Cost And Pricing Group

PROVIDE THE RIGHT ITEM AT THE RIGHT TIME FOR THE RIGHT PRICE

- **Independent Government estimates vice evaluation of suppliers' cost information**
- **Computer Aided Parametric Estimating (CAPE) Software Project** *Trying out COTS software (PRICE, SEER) at ten offices*
- **Value Analysis Center** *in FY00 Business Plan now*
- **Virtual Market Research Center** *a future possibility???*
- **Negotiation Training**
have reviewed courses offered by NCMA & George Washington University



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Meeting The Challenge - Cost And Pricing Group

Provide the Right Item at the Right Time for the Right Price

- Even after PBA implementation, still plenty of pricing and negotiation activity
 - Contract Specialist AJC *reviewing field comments now*
 - Performance Measures
 - UCA Definitization
 - Negotiation Cycle Time
 - FPRA Coverage
 - Final Rates
 - CAS Noncompliances
 - Automation--DIRAMS, OASYS



Meeting The Challenge - Cost And Pricing Group

Team with our Business Partners to Achieve Customer Results

- **“DCMC Performance Under Navy Contracts”** *Things the Navy can do to help us serve them better (esp. w/UCAs & Closeout)*
- **AFMC Over & Above PAT**
- **NAVAIR Pricing Assistance Request Form**



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Meeting The Challenge - Cost And Pricing Group

Team with our Business Partners to Achieve Customer Results

RECOMMENDATIONS FOR GROUP

LEADERS

- Be open to, and supportive of new DoD and DCMC policies *Your feelings definitely color the opinions of your employees!*
- Encourage and foster innovation
 - Request DLAD 5000.4 waivers if needed!
- Participate in DCMC initiatives



Meeting The Challenge - Government Property Group

ACCELERATE ACQUISITION REFORM BY APPLYING COMMERCIAL PROCESSES AND PRACTICES

- **COMMITMENT TO REDUCE THE AMOUNT OF GOVERNMENT PROPERTY IN THE POSSESSION OF CONTRACTORS**
 - When New FAR Published, Training will be Provided for all 1103s
 - FY00 Performance Goal Targeted to Procuring Commands and New Acquisitions
 - MRM #5
 - Continue to Monitor Disposal Time Frames
 - May Require Moving Personnel to Assist PLCos
 - Performance Goal to be Completed 1st Qtr FY00





Meeting The Challenge - Government Property Group

- **RISK MANAGEMENT**
 - **Policy Implemented**
 - **Minor Revisions Forthcoming to Align with DCMC Integrated Surveillance Chapter**
- **FINANCIAL REPORTING**
 - **Keeping in Contact with OSD for Final Determination**



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Meeting The Challenge - Government Property Group

Leverage Information Technology to Improve Business Results

- **PAPERLESS CONTRACTING**
- **PCARSS**
 - **More Training for PLCOs Funded
and being Scheduled**
 - **Tools Being Developed to Assist
PLCOs and Contractors**
 - **New Impromptu Cube Being Developed**
 - **New Metric for FY99 to be Tracked at Ops
Chiefs Meeting**
 - **Performance Goal for FY00**





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Meeting The Challenge - Government Property Group

***Leverage Information Technology to
Improve Business Results***

- **PAPERLESS CONTRACTING**
 - **CPMS**
 - **Encourage Contractors to Report
Electronically**



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Meeting The Challenge - Government Property Group

➤ RECOMMENDATIONS FOR GROUP LEADERS

- **MRM #5**
 - **Monitor Disposal Actions**
 - **Move Personnel to Assist PLCOs**
- **Financial Reporting**
 - **Just be Aware, Change are Coming this FY**
- **PCARSS/CPMS**
 - **Support PLCOs/Pas Transition of Contractors to Electronic Reporting**